

United States Government
2003 Trade Capacity Building Assistance (\$US)
GUATEMALA

Activity Title	Activity Description	TCB Category	FY 03 Total
Enhancing Equitable Economic Growth for Workplace Standards	In order for Guatemalan firms to remain competitive and do business with US firms, they must adhere to a set of internationally acceptable labor standards in their factories. USAID and partner organizations will generate a set of reliable and accurate training materials regarding labor codes of conduct and their practical application at the factory level. These training materials will then be used for the education of Guatemalan factory managers, workers and auditors in the key labor codes and standards. It is expected that the project will train managers and employees from 25 Guatemalan companies; if implemented the training has the potential to positively impact the working conditions of 23,000 Guatemalan workers. The total USAID contribution of \$600,000 that will leverage a minimum of \$620,000 from alliance partners to fund the activities of the alliance, for an expected total leverage of at least 1:1. Funded by USAID/GDA and implemented by USAID/G-CAP.	Regional Trade Agreements (RTA)	300,000
		Human Resources & Labor Standards	300,000
		Activity Total	600,000
Guatemala Cochran Fellowships	United States Department of Agriculture's (USDA) Cochran Fellowship Program promotes global market-driven food systems through short-term agricultural marketing and agribusiness-related training in the United States. In 2003: (1) one Guatemalan quality assurance specialist attended training in Hazard Analysis Critical Control Point (HACCP) as it pertains to processed foods, (2) two Guatemalan veterinarians attended a Foreign Animal Disease Diagnosis course, (3) one Guatemalan government official attended training in Veterinary Epidemiology, (4) one Guatemalan veterinarian attended a course in Veterinary Biologics, and (5) one Guatemalan produce importer attended training in Produce Handling. Funded and implemented by Department of Agriculture/FAS.	Trade-Related Agriculture	16,600
Guatemala Craft Export Sector Initiative	Aid to Artisans (ATA) and its local partner Asociación Gremial de Exportadores de Productos no Tradicionales (AGEXPRONT) aim to increase income among craft producers in Guatemala by strengthening the export craft sector and developing sustainable business service markets that serve craft exporters. With a three-year, \$750,000 BDS grant from USAID, ATA and AGEXPRONT will: (1) Strengthen market linkages between Guatemalan exporters and international markets. (2) Develop the Guatemalan market for product design so that exporters and producers can better meet market demand on a sustainable basis. (3) Strengthen AGEXPRONT's role as a craft market facilitator. Funded and implemented by USAID/EGAT/PR.	Export Promotion	225,000
		Business Services & Training	525,000
		Activity Total	750,000
Guatemala Project to Combat Child Labor in the Fireworks Production	The project aims to combat child labor in the fireworks production sector in Guatemala. The project will expand upon Phase I, already funded. Funded and implemented by Department of Labor/ILAB.	Human Resources & Labor Standards	300,000

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Improved Natural Resources Management and Conservation of Biodiversity	USAID/Guatemala has been supporting the community forestry concessions located in the Multiple Use Zone of the Maya Biosphere Reserve in Petén. Support has been provided through technical assistance and training for the effective and sustainable management of natural resources as well as to strengthen the organizational basis of the communities to build viable financial enterprises. Major program activities focus on developing better business practices for the community forestry concessions and ensuring compliance with Regulation 216, Environmental Regulation. Technical assistance has been provided in the areas of: (1) Management: Development of financial management capacity, contract negotiation for the export of timber and management skills. (2) Marketing: Identification of new markets, introduction of value-added processing, utilization of secondary species, creation of strategic business relationships. Funded and implemented by USAID/G-CAP.	Business Services & Training	770,000
		Environmental Trade & Standards	330,000
		Activity Total	1,100,000
Information Technology (IT) Trade Capacity Development Assistance	This project is a direct result of a U.S. Trade and Development Agency activity in the U.S.-Central American Free Trade Agreement negotiations, responding to requests from Guatemala for technical assistance to identify and define one or two trade-related Information Technology projects for increasing trade capacity building efforts. (Activity #200350018C) Funded and implemented by Trade and Development Agency.	E-Commerce & IT	69,949
Market Led Rural Diversification	A Business Development Unit (BDU) will be established to broker deals between buyers and producers. The main function of the BDU will be to facilitate brokerage services and commercial transactions between buyers and sellers. Business Services and Training Business Development Service is the introduction of the Opportunity Alliance business model to improve the competitiveness of the business community. This activity consists in providing TA and training resources to meet the requirements that are found in the gap analysis done by the BDU. The activities under this component will assist local small and medium producers to meet the high standards for quality, volume, timely delivery, and phyto-sanitary conditions demanded by international and global buyers. In addition, a network of Electronic Business Development Centers (EBDCs) will be established to support investment and trade opportunities and governmental decentralization. Funded and implemented by USAID/G-CAP.	E-Commerce & IT	839,643
		Export Promotion	559,762
		Business Services & Training	1,399,405
		Activity Total	2,798,809

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Trade Facilitation/Port Security/Advisory Program	Through structured and on-the-job training, the Customs and Border Protection (CBP) advisor train local enforcement officers in establishing policies and procedures that make efforts more effective at stopping narcotics smuggling from Latin America to the United States. The foreign officers learn principles of selectivity, manifest review and cargo examination techniques. The advisory program directly supports legitimate trade by helping in the development of more effective and transparent customs operations. Their efforts foster and streamline international trade, build alliances to combat transnational crime, reduce corruption, strengthen border controls, and promote the rule of law. Funded by Department of State and implemented by Department of Homeland Security/Customs.	Customs Operation & Administration	150,853
Total FY 03 USG Trade Capacity Building Assistance to Guatemala			5,786,211